

Monthly Indicators



December 2020

December is normally one of the slowest months of the year but strong buyer demand across most segments of the market, buoyed by near-record low interest rates, continue to drive a healthy sales pace in the face of a new wave of COVID-19 infections and a softening jobs market.

New Listings decreased 18.9 percent for Single Family homes but increased 0.7 percent for Condominium homes. Pending Sales increased 60.3 percent for Single Family homes and 23.0 percent for Condominium homes. Inventory decreased 42.2 percent for Single Family homes but increased 29.5 percent for Condominium homes.

Median Sales Price increased 16.9 percent to \$865,000 for Single Family homes and 22.3 percent to \$629,000 for Condominium homes. Days on Market increased 3.2 percent for Single Family homes and 6.3 percent for Condominium homes. Months Supply of Inventory decreased 39.2 percent for Single Family homes but increased 67.5 percent for Condominium homes.

With low mortgage rates and strong buyer demand in most market segments, the housing market of early 2021 looks to continue the trends we saw in the second half of 2020. Low inventory and multiple offers on in-demand properties and market segments are likely to remain common while the market waits and hopes for a boost in new construction and a surge in home sellers to help provide more balance to the market.

Quick Facts

+ 29.4%

Change in Number of
Closed Sales
All Properties

+ 10.0%

Change in Number of
Median Sales Price
All Properties

- 10.9%

Change in Number of
Homes for Sale
All Properties

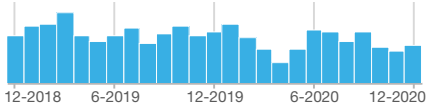
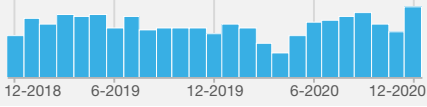
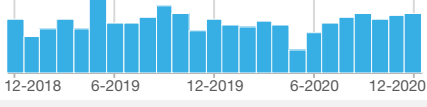
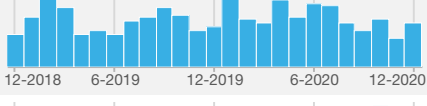
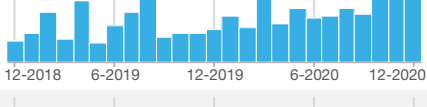
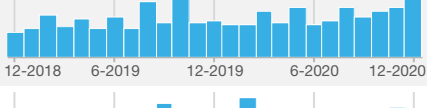
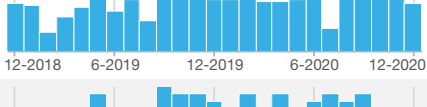
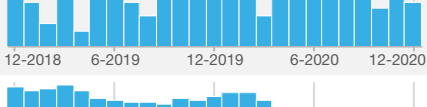
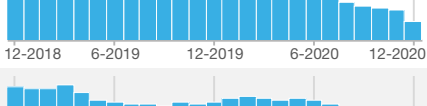
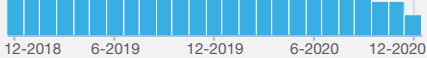
This is a research tool provided by the REALTORS® Association of Maui, Inc. Percent changes are calculated using rounded figures.

Single Family Market Overview	2
Condominium Market Overview	3
New Listings	4
Pending Sales	5
Closed Sales	6
Days on Market Until Sale	7
Median Sales Price	8
Average Sales Price	9
Percent of List Price Received	10
Housing Affordability Index	11
Inventory of Homes for Sale	12
Months Supply of Inventory	13
All Properties Combined	14

Single Family Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Single Family properties only.

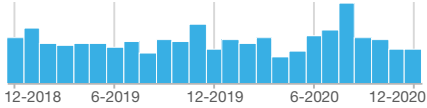
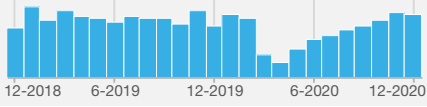
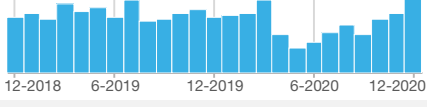
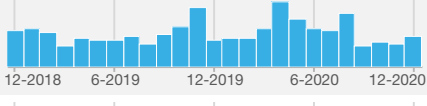
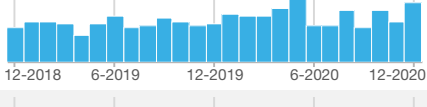
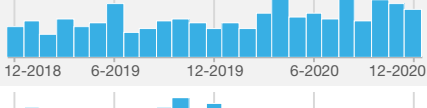
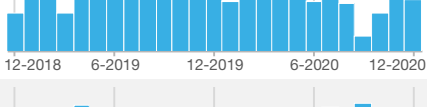
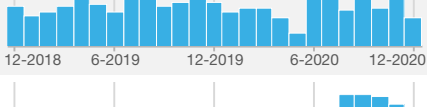
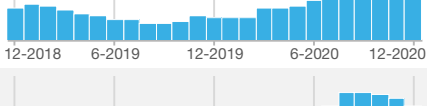
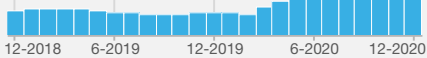


Key Metrics	Historical Sparkbars	12-2019	12-2020	% Change	YTD 2019	YTD 2020	% Change
New Listings		132	107	- 18.9%	1,597	1,368	- 14.3%
Pending Sales		78	125	+ 60.3%	1,159	1,096	- 5.4%
Closed Sales		97	105	+ 8.2%	1,120	1,055	- 5.8%
Days on Market Until Sale		125	129	+ 3.2%	133	135	+ 1.5%
Median Sales Price		\$740,000	\$865,000	+ 16.9%	\$741,178	\$795,575	+ 7.3%
Average Sales Price		\$1,050,277	\$1,650,182	+ 57.1%	\$1,080,803	\$1,175,950	+ 8.8%
Percent of List Price Received		96.8%	96.6%	- 0.2%	96.7%	97.0%	+ 0.3%
Housing Affordability Index		49	46	- 6.1%	49	50	+ 2.0%
Inventory of Homes for Sale		495	286	- 42.2%	—	—	—
Months Supply of Inventory		5.1	3.1	- 39.2%	—	—	—

Condominium Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Condominium properties only.



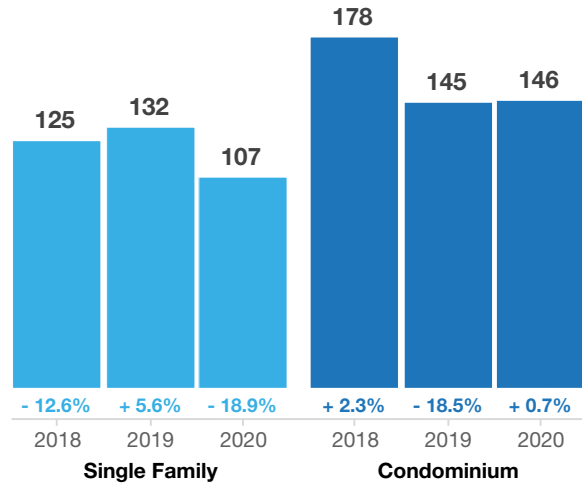
Key Metrics	Historical Sparkbars	12-2019	12-2020	% Change	YTD 2019	YTD 2020	% Change
New Listings		145	146	+ 0.7%	1,997	2,070	+ 3.7%
Pending Sales		113	139	+ 23.0%	1,602	1,234	- 23.0%
Closed Sales		125	169	+ 35.2%	1,609	1,336	- 17.0%
Days on Market Until Sale		128	136	+ 6.3%	138	142	+ 2.9%
Median Sales Price		\$514,120	\$629,000	+ 22.3%	\$516,000	\$570,000	+ 10.5%
Average Sales Price		\$659,594	\$829,383	+ 25.7%	\$700,614	\$813,762	+ 16.1%
Percent of List Price Received		98.2%	97.3%	- 0.9%	97.7%	97.3%	- 0.4%
Housing Affordability Index		70	63	- 10.0%	70	70	0.0%
Inventory of Homes for Sale		529	685	+ 29.5%	—	—	—
Months Supply of Inventory		4.0	6.7	+ 67.5%	—	—	—

New Listings

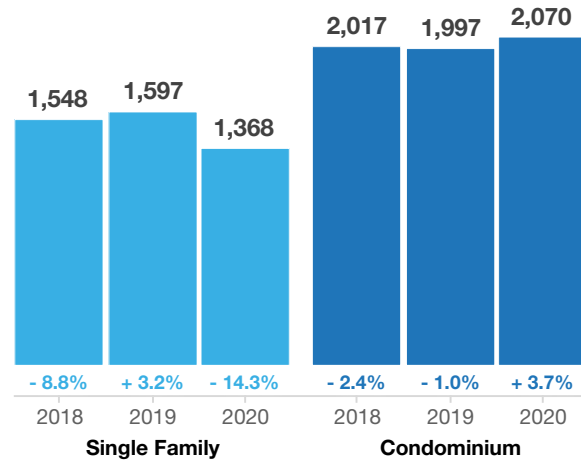
A count of the properties that have been newly listed on the market in a given month.



December

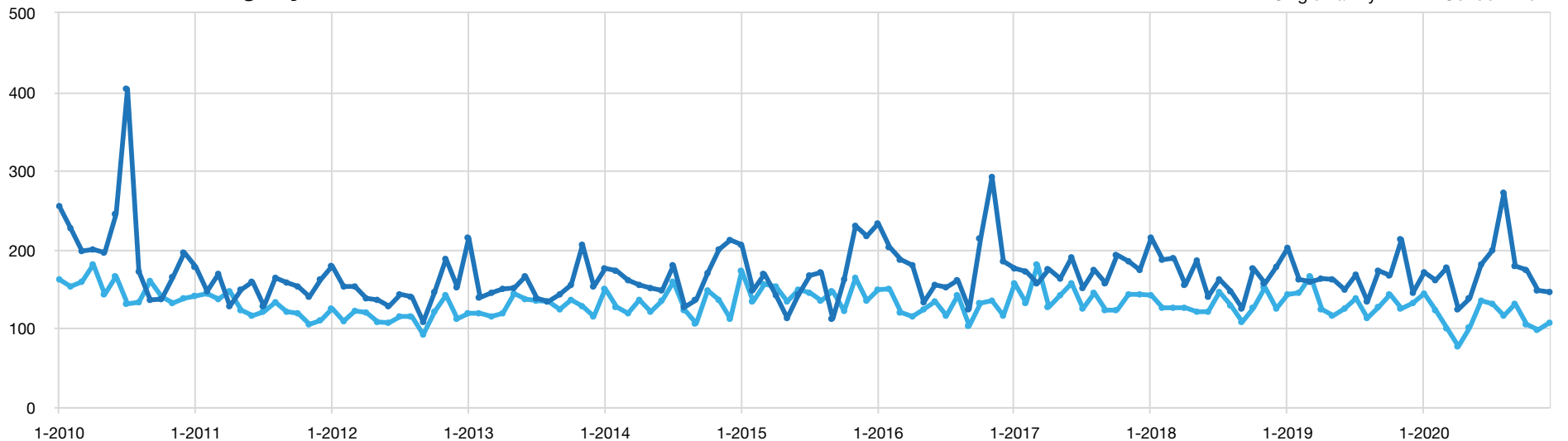


Year to Date



New Listings	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jan-2020	144	+ 0.7%	171	- 15.3%
Feb-2020	123	- 15.2%	161	- 0.6%
Mar-2020	100	- 39.8%	177	+ 11.3%
Apr-2020	77	- 37.9%	124	- 23.9%
May-2020	101	- 12.9%	138	- 14.8%
Jun-2020	135	+ 8.0%	181	+ 21.5%
Jul-2020	131	- 5.1%	199	+ 18.5%
Aug-2020	116	+ 2.7%	272	+ 103.0%
Sep-2020	131	+ 3.1%	179	+ 3.5%
Oct-2020	105	- 26.6%	174	+ 4.2%
Nov-2020	98	- 21.6%	148	- 30.5%
Dec-2020	107	- 18.9%	146	+ 0.7%
12-Month Avg	114	- 14.3%	173	+ 4.2%

Historical New Listings by Month

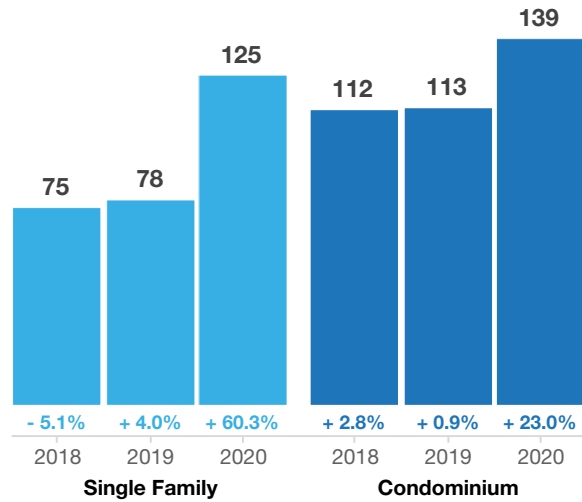


Pending Sales

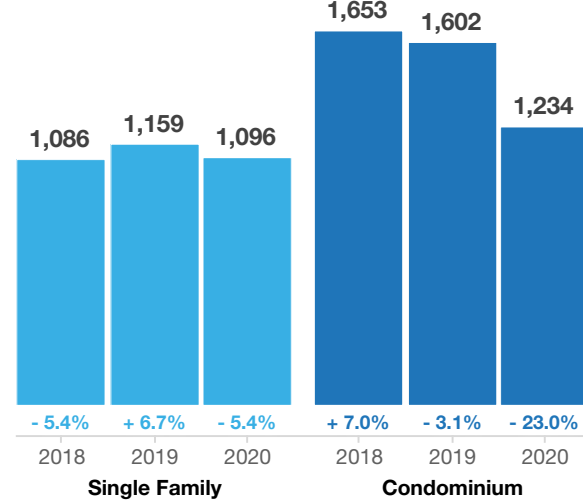
A count of the properties on which offers have been accepted in a given month.



December

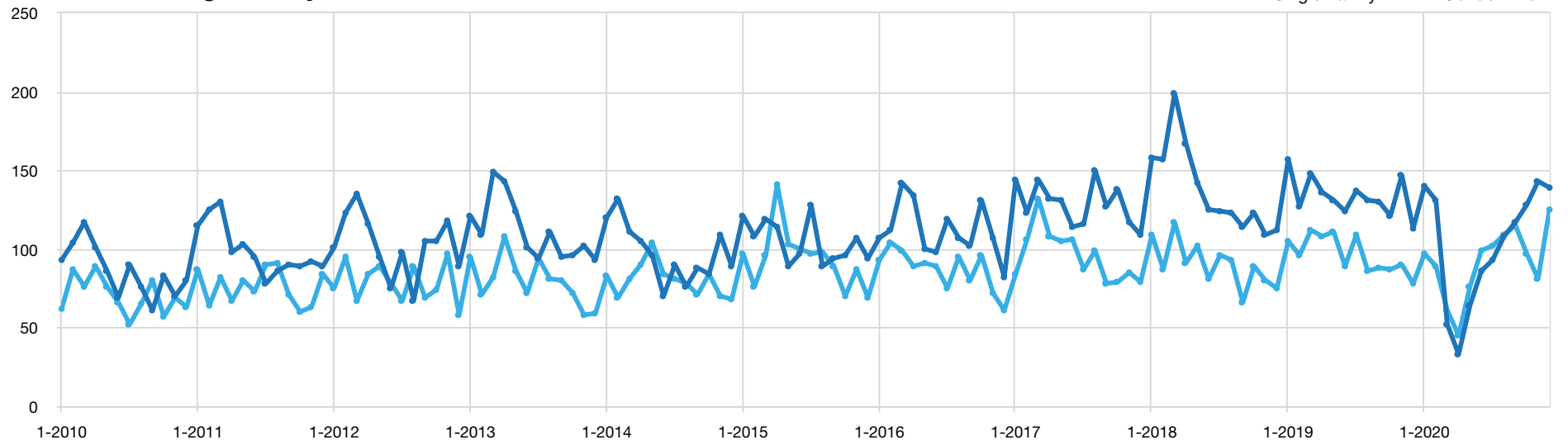


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jan-2020	97	-7.6%	140	-10.8%
Feb-2020	89	-7.3%	131	+3.1%
Mar-2020	61	-45.5%	52	-64.9%
Apr-2020	45	-58.3%	33	-75.7%
May-2020	76	-31.5%	64	-51.1%
Jun-2020	99	+11.2%	86	-30.6%
Jul-2020	102	-6.4%	93	-32.1%
Aug-2020	109	+26.7%	108	-17.6%
Sep-2020	115	+30.7%	117	-10.0%
Oct-2020	97	+11.5%	128	+5.8%
Nov-2020	81	-10.0%	143	-2.7%
Dec-2020	125	+60.3%	139	+23.0%
12-Month Avg	91	-6.2%	103	-23.1%

Historical Pending Sales by Month

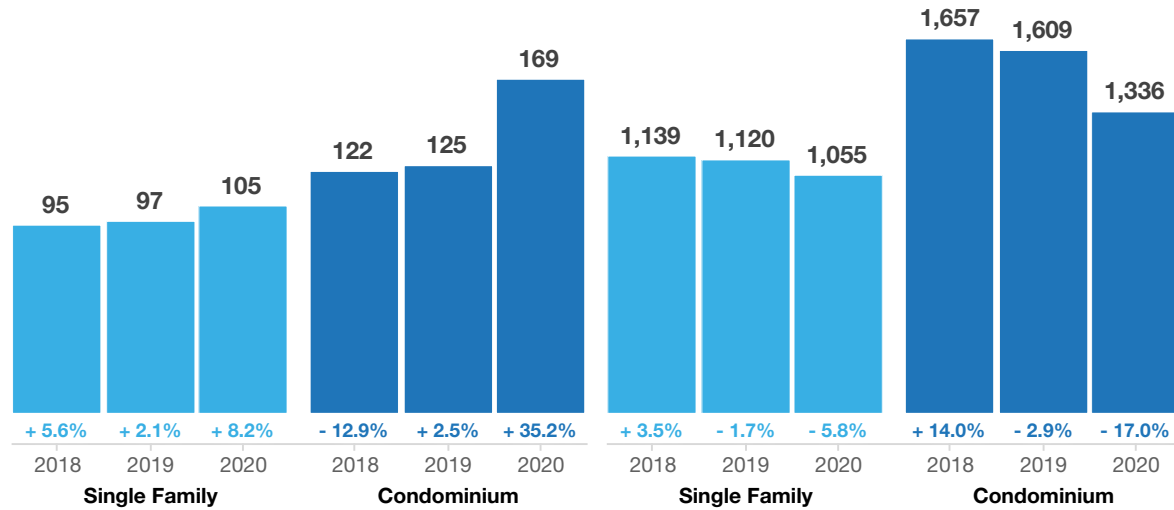


Closed Sales

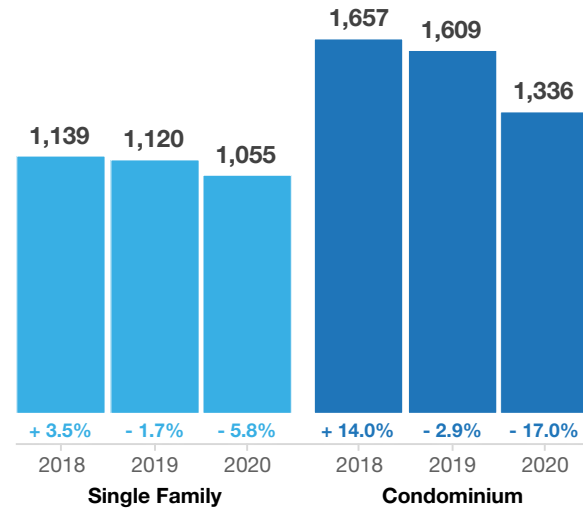
A count of the actual sales that closed in a given month.



December

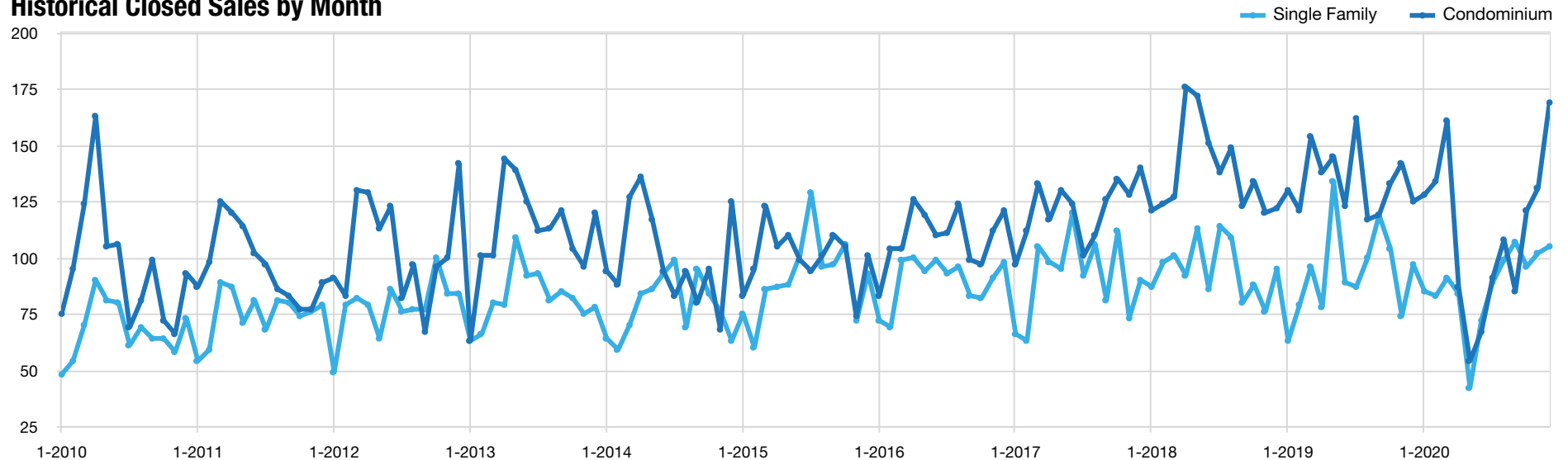


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jan-2020	85	+ 34.9%	128	- 1.5%
Feb-2020	83	+ 5.1%	134	+ 10.7%
Mar-2020	91	- 5.2%	161	+ 4.5%
Apr-2020	84	+ 7.7%	87	- 37.0%
May-2020	42	- 68.7%	54	- 62.8%
Jun-2020	72	- 19.1%	67	- 45.5%
Jul-2020	89	+ 2.3%	91	- 43.8%
Aug-2020	99	- 1.0%	108	- 7.7%
Sep-2020	107	- 10.1%	85	- 28.6%
Oct-2020	96	- 7.7%	121	- 9.0%
Nov-2020	102	+ 37.8%	131	- 7.7%
Dec-2020	105	+ 8.2%	169	+ 35.2%
12-Month Avg	88	- 5.4%	111	- 17.2%

Historical Closed Sales by Month

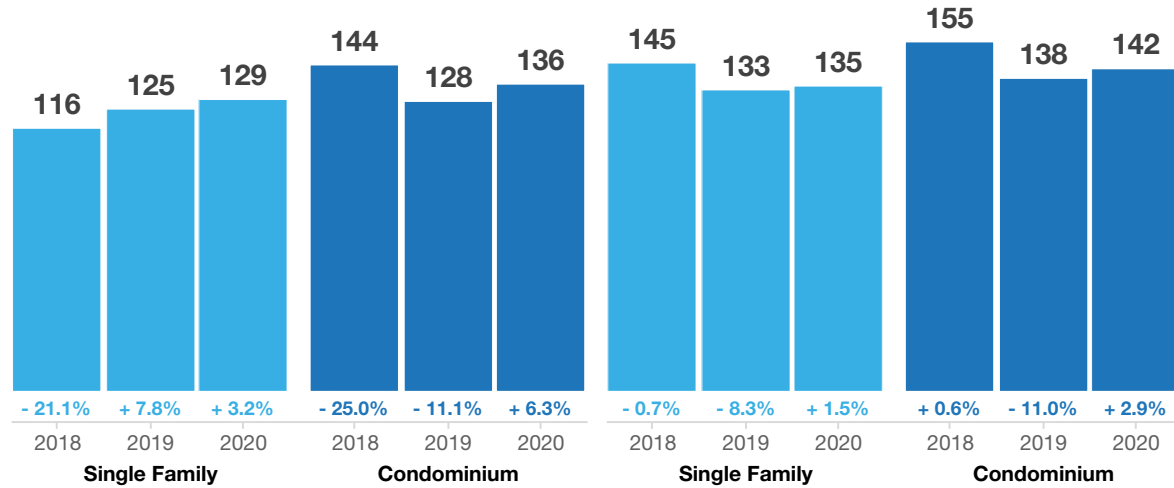


Days on Market Until Sale

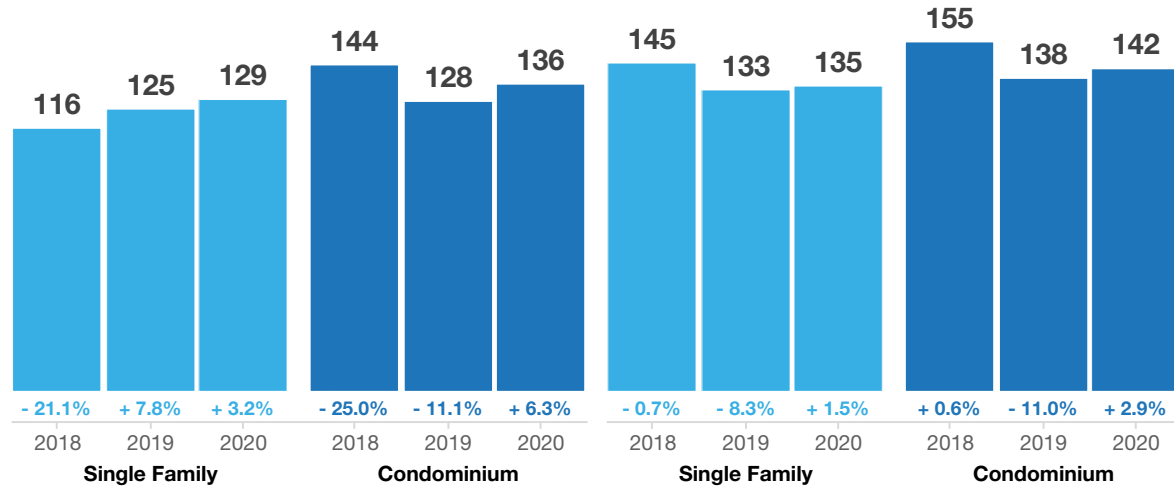
Average number of days between when a property is listed and when it closed in a given month.



December



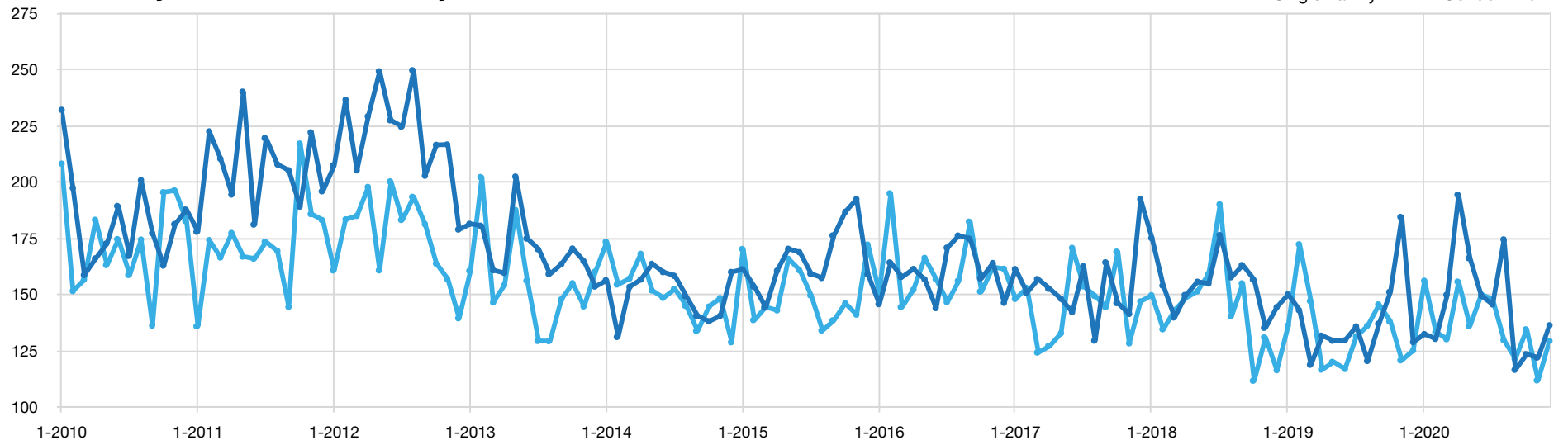
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jan-2020	156	+ 14.7%	132	- 12.0%
Feb-2020	133	- 22.7%	130	- 9.1%
Mar-2020	130	- 11.6%	150	+ 27.1%
Apr-2020	155	+ 33.6%	194	+ 48.1%
May-2020	136	+ 13.3%	166	+ 28.7%
Jun-2020	150	+ 28.2%	149	+ 15.5%
Jul-2020	148	+ 13.0%	145	+ 7.4%
Aug-2020	129	- 5.1%	174	+ 45.0%
Sep-2020	121	- 16.6%	116	- 15.3%
Oct-2020	134	- 2.9%	123	- 18.5%
Nov-2020	111	- 7.5%	122	- 33.7%
Dec-2020	129	+ 3.2%	136	+ 6.3%
12-Month Avg*	135	+ 1.2%	142	+ 3.0%

* Days on Market for all properties from January 2020 through December 2020. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

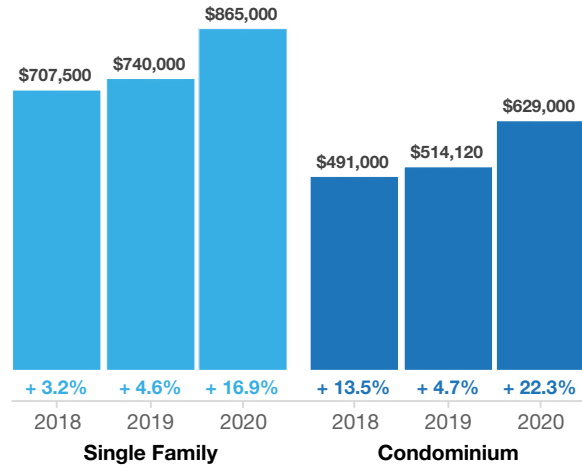


Median Sales Price

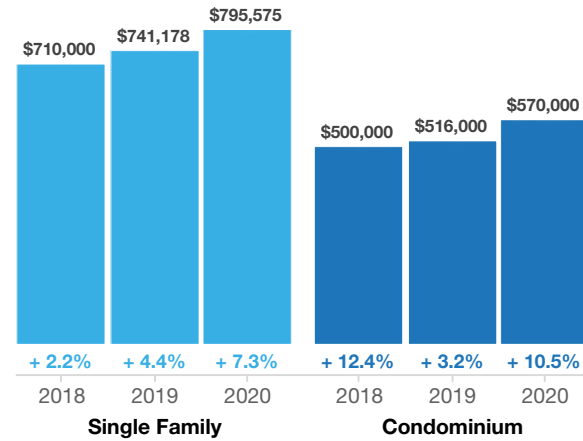
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



December



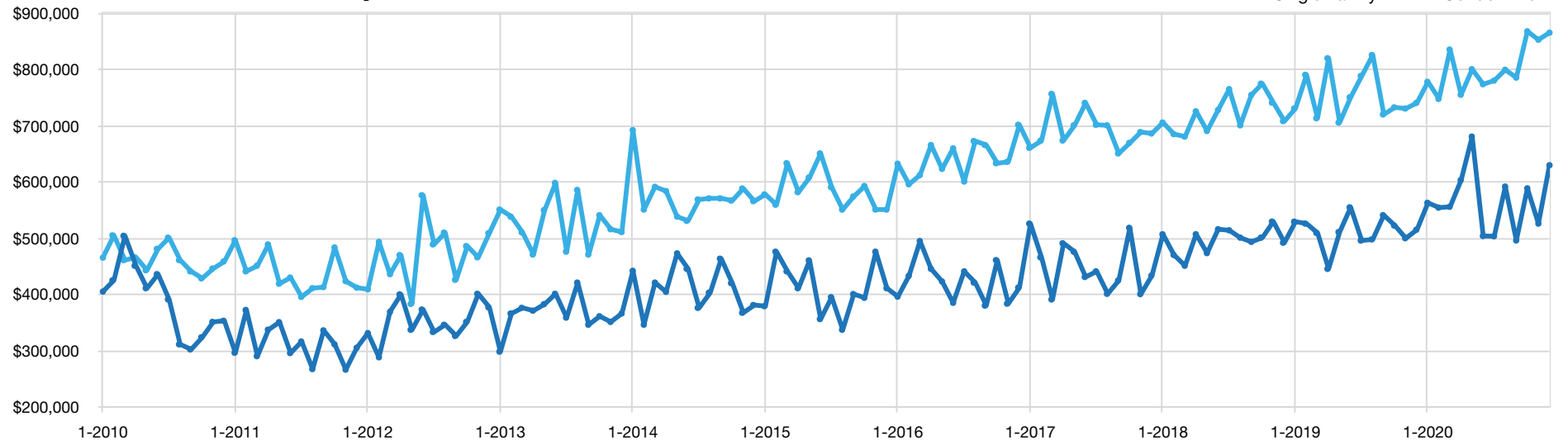
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jan-2020	\$777,500	+ 6.5%	\$562,000	+ 6.3%
Feb-2020	\$747,150	- 5.4%	\$553,500	+ 5.4%
Mar-2020	\$835,000	+ 17.2%	\$555,000	+ 9.1%
Apr-2020	\$754,523	- 7.9%	\$602,494	+ 35.6%
May-2020	\$800,000	+ 13.5%	\$680,000	+ 33.3%
Jun-2020	\$773,250	+ 3.1%	\$503,000	- 9.2%
Jul-2020	\$779,690	- 1.1%	\$502,530	+ 1.5%
Aug-2020	\$799,000	- 3.2%	\$591,000	+ 18.9%
Sep-2020	\$785,000	+ 9.1%	\$495,000	- 8.3%
Oct-2020	\$867,500	+ 18.5%	\$587,800	+ 12.7%
Nov-2020	\$852,500	+ 16.8%	\$525,000	+ 5.2%
Dec-2020	\$865,000	+ 16.9%	\$629,000	+ 22.3%
12-Month Avg*	\$795,575	+ 7.3%	\$570,000	+ 10.5%

* Median Sales Price for all properties from January 2020 through December 2020. This is not the average of the individual figures above.

Historical Median Sales Price by Month

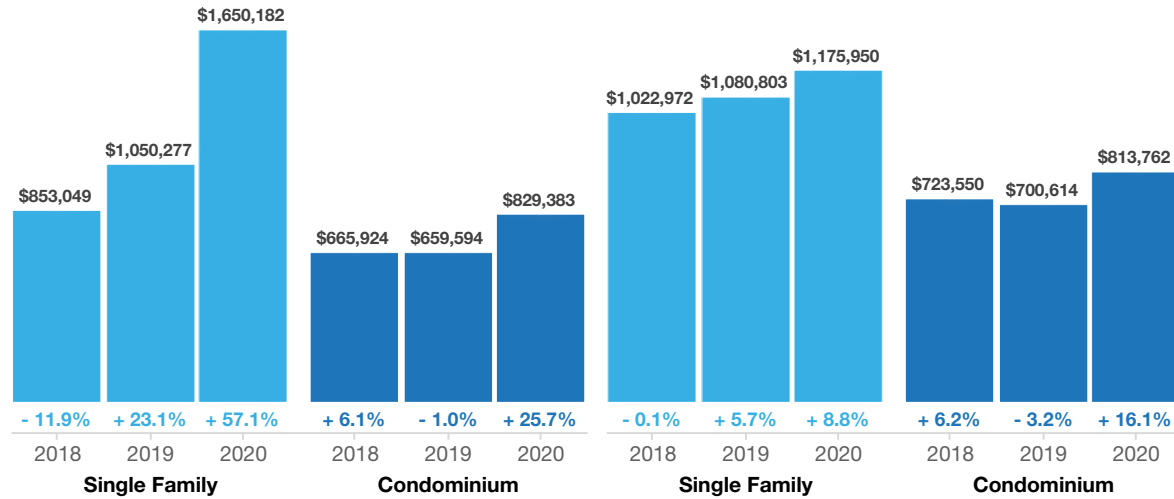


Average Sales Price

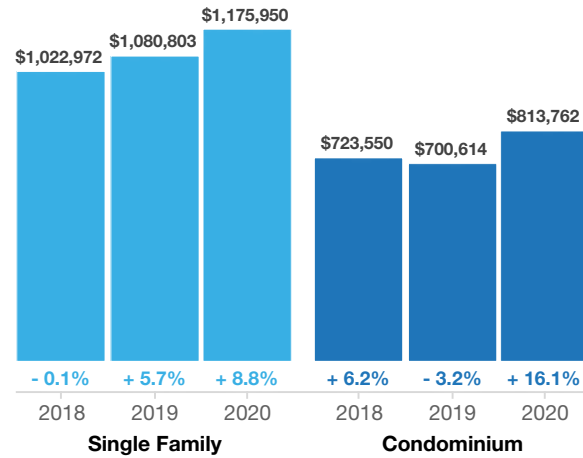
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



December



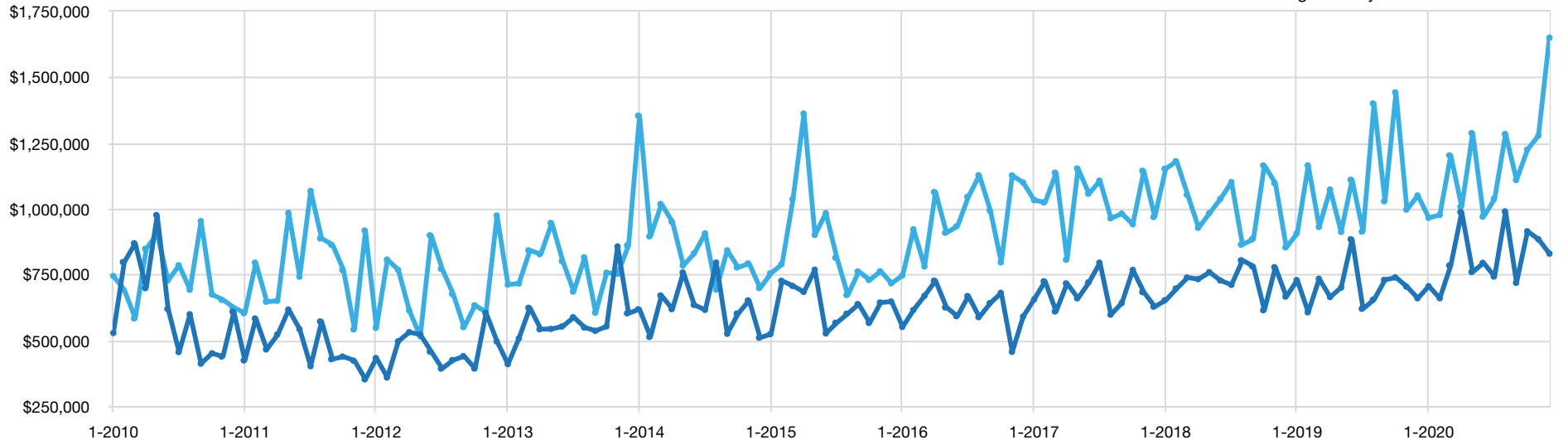
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jan-2020	\$965,245	+ 6.5%	\$705,593	- 3.2%
Feb-2020	\$976,365	- 16.2%	\$659,731	+ 8.8%
Mar-2020	\$1,202,852	+ 29.3%	\$784,442	+ 6.9%
Apr-2020	\$1,007,386	- 6.1%	\$987,316	+ 48.6%
May-2020	\$1,287,678	+ 41.2%	\$759,440	+ 8.5%
Jun-2020	\$969,948	- 12.6%	\$794,081	- 10.2%
Jul-2020	\$1,037,229	+ 13.6%	\$742,111	+ 19.8%
Aug-2020	\$1,284,432	- 8.3%	\$989,748	+ 51.3%
Sep-2020	\$1,109,209	+ 7.9%	\$718,181	- 1.5%
Oct-2020	\$1,224,740	- 15.1%	\$914,173	+ 23.7%
Nov-2020	\$1,277,878	+ 28.2%	\$884,054	+ 25.6%
Dec-2020	\$1,650,182	+ 57.1%	\$829,383	+ 25.7%
12-Month Avg*	\$1,175,950	+ 8.8%	\$813,762	+ 16.1%

* Avg. Sales Price for all properties from January 2020 through December 2020. This is not the average of the individual figures above.

Historical Average Sales Price by Month



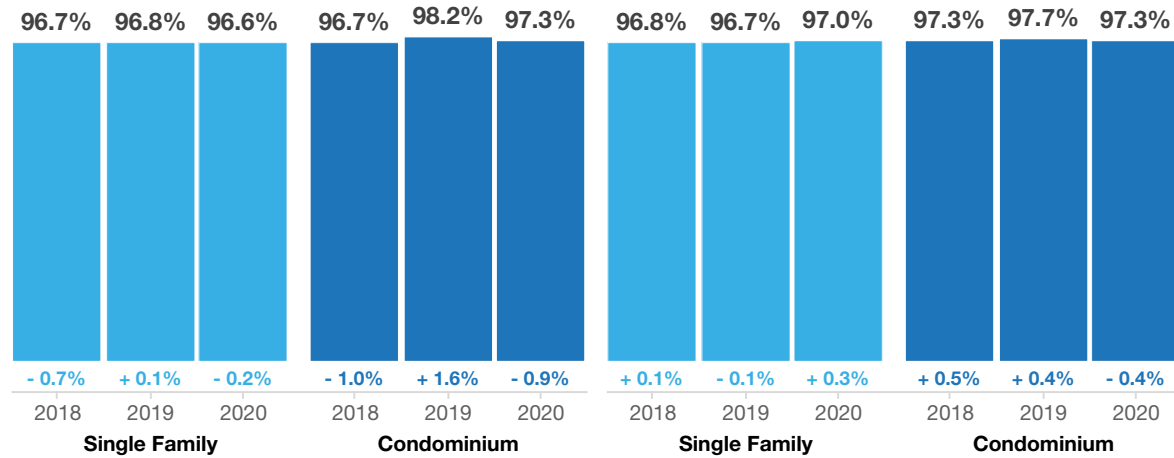
Percent of List Price Received

Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



December

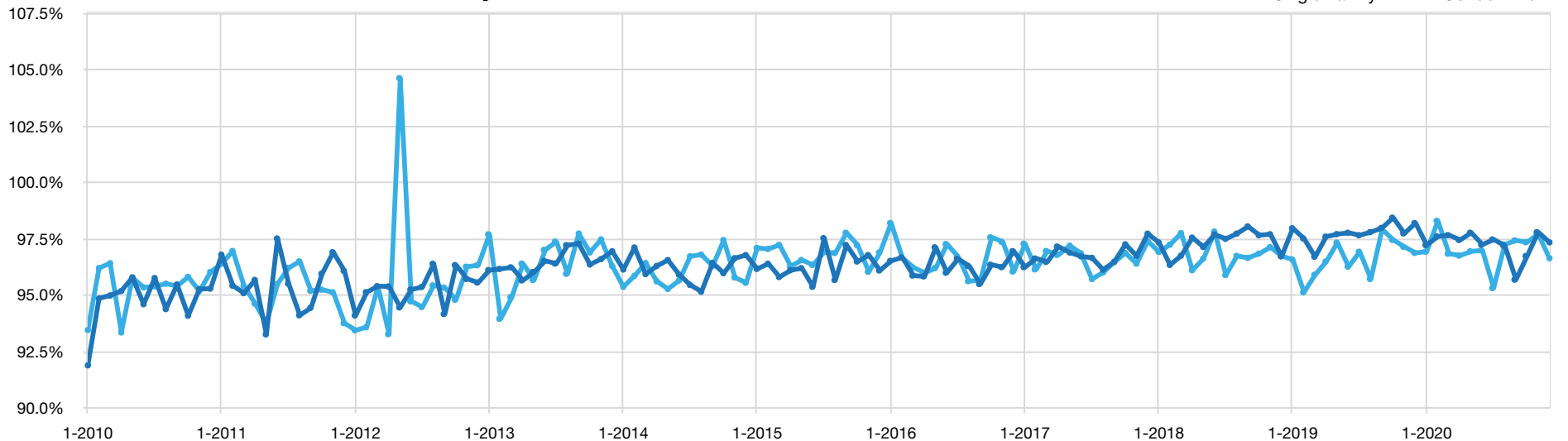
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jan-2020	96.9%	+ 0.3%	97.2%	- 0.7%
Feb-2020	98.3%	+ 3.4%	97.6%	+ 0.1%
Mar-2020	96.8%	+ 0.9%	97.6%	+ 0.9%
Apr-2020	96.7%	+ 0.2%	97.4%	- 0.2%
May-2020	96.9%	- 0.4%	97.7%	0.0%
Jun-2020	97.0%	+ 0.8%	97.2%	- 0.5%
Jul-2020	95.3%	- 1.7%	97.4%	- 0.2%
Aug-2020	97.2%	+ 1.6%	97.2%	- 0.6%
Sep-2020	97.4%	- 0.5%	95.7%	- 2.3%
Oct-2020	97.3%	- 0.1%	96.7%	- 1.7%
Nov-2020	97.7%	+ 0.6%	97.8%	+ 0.1%
Dec-2020	96.6%	- 0.2%	97.3%	- 0.9%
12-Month Avg*	97.0%	+ 0.3%	97.3%	- 0.5%

* Pct. of List Price Received for all properties from January 2020 through December 2020. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

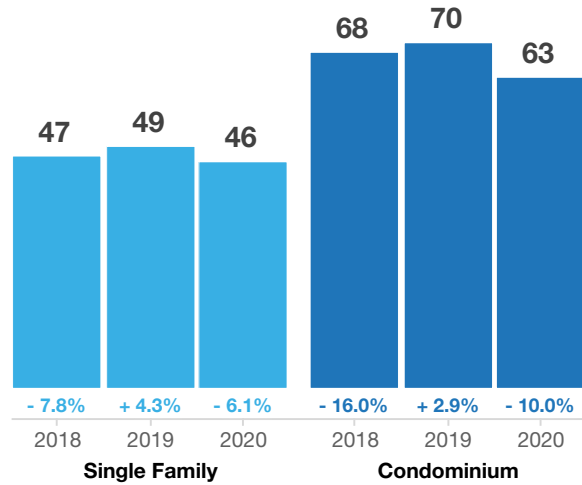


Housing Affordability Index

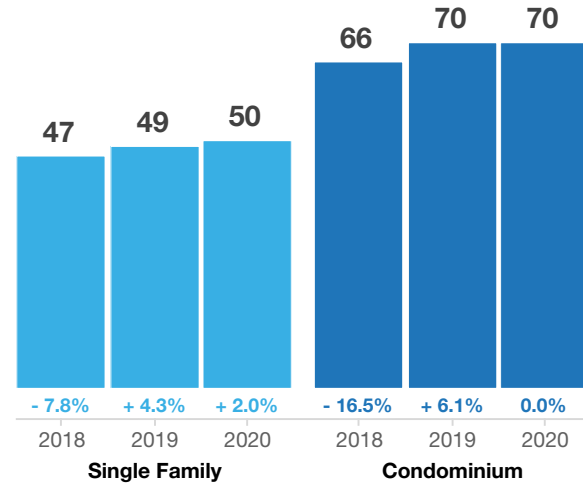
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



December

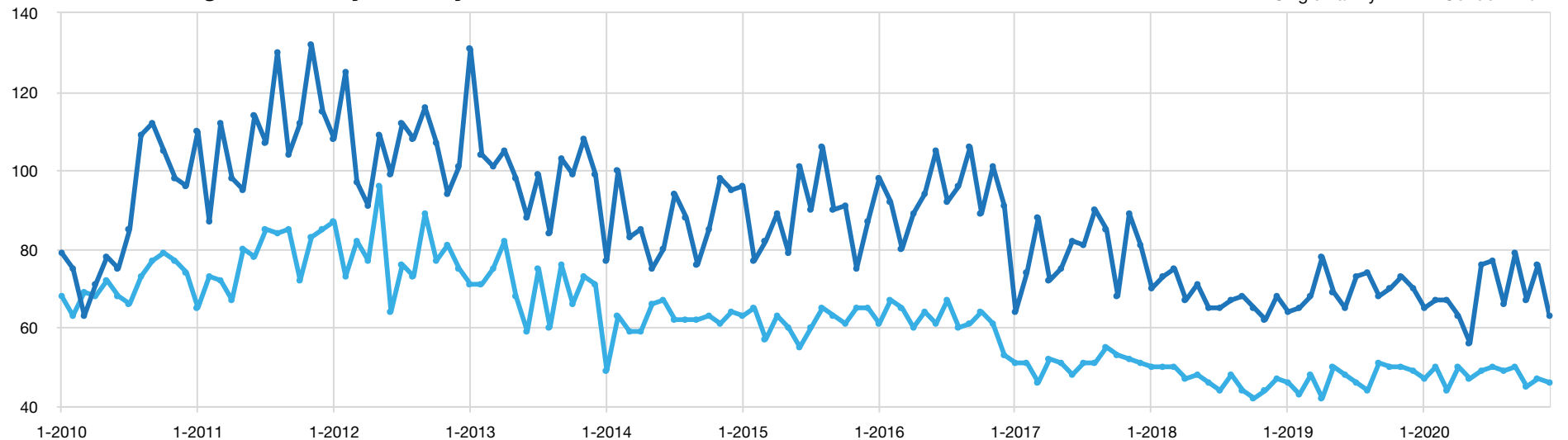


Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jan-2020	47	+ 2.2%	65	+ 1.6%
Feb-2020	50	+ 16.3%	67	+ 3.1%
Mar-2020	44	- 8.3%	67	- 1.5%
Apr-2020	50	+ 19.0%	63	- 19.2%
May-2020	47	- 6.0%	56	- 18.8%
Jun-2020	49	+ 2.1%	76	+ 16.9%
Jul-2020	50	+ 8.7%	77	+ 5.5%
Aug-2020	49	+ 11.4%	66	- 10.8%
Sep-2020	50	- 2.0%	79	+ 16.2%
Oct-2020	45	- 10.0%	67	- 4.3%
Nov-2020	47	- 6.0%	76	+ 4.1%
Dec-2020	46	- 6.1%	63	- 10.0%
12-Month Avg	48	+ 2.1%	69	- 1.4%

Historical Housing Affordability Index by Month

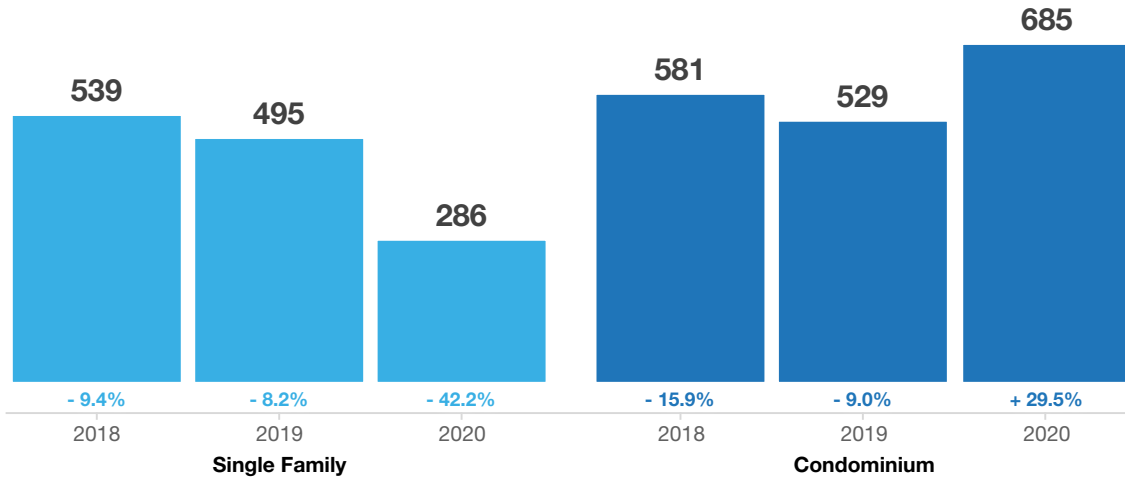


Inventory of Homes for Sale

The number of properties available for sale in active status at the end of a given month.

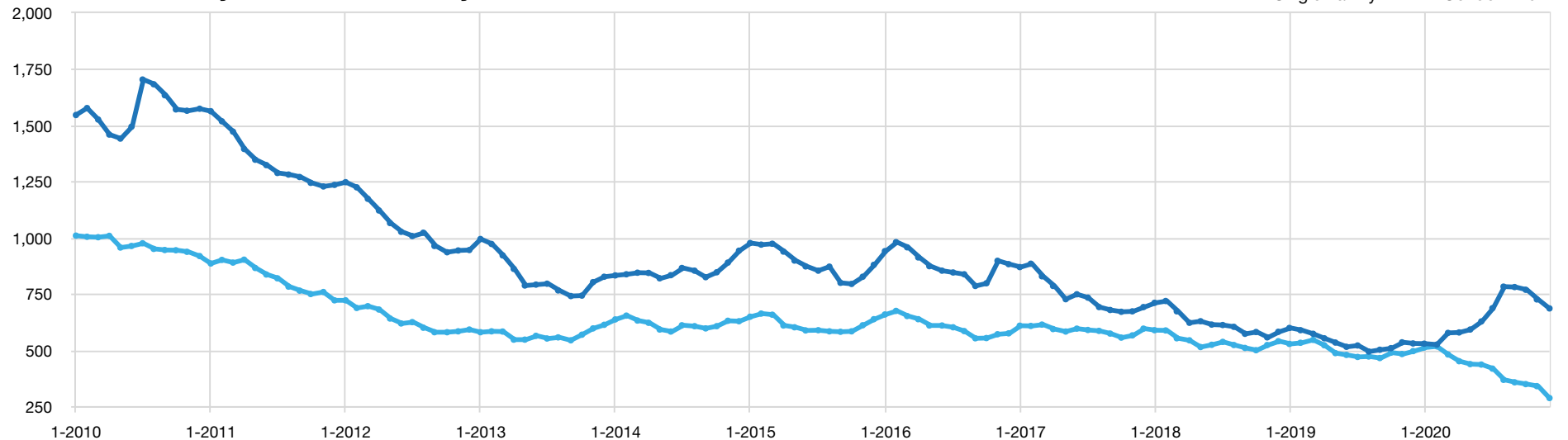


December



Homes for Sale	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jan-2020	511	- 3.0%	528	- 11.7%
Feb-2020	516	- 3.0%	524	- 10.9%
Mar-2020	480	- 11.9%	576	+ 0.7%
Apr-2020	450	- 13.6%	578	+ 4.7%
May-2020	437	- 10.1%	591	+ 10.9%
Jun-2020	435	- 9.0%	627	+ 22.0%
Jul-2020	417	- 11.1%	686	+ 31.9%
Aug-2020	367	- 22.1%	782	+ 58.6%
Sep-2020	356	- 23.3%	780	+ 55.7%
Oct-2020	348	- 28.7%	768	+ 51.2%
Nov-2020	339	- 29.7%	725	+ 35.8%
Dec-2020	286	- 42.2%	685	+ 29.5%
12-Month Avg	412	- 17.1%	654	+ 21.8%

Historical Inventory of Homes for Sale by Month

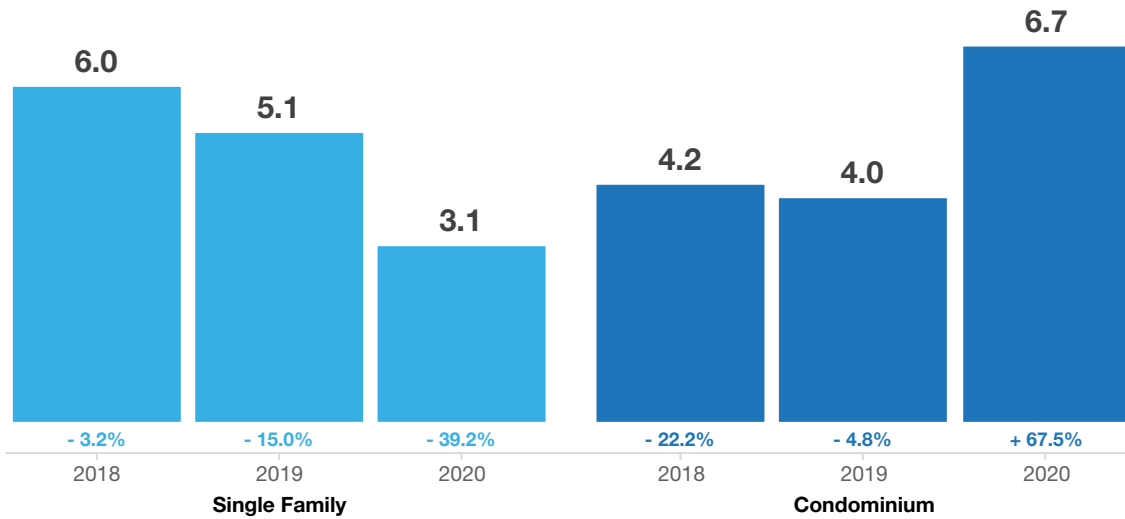


Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.



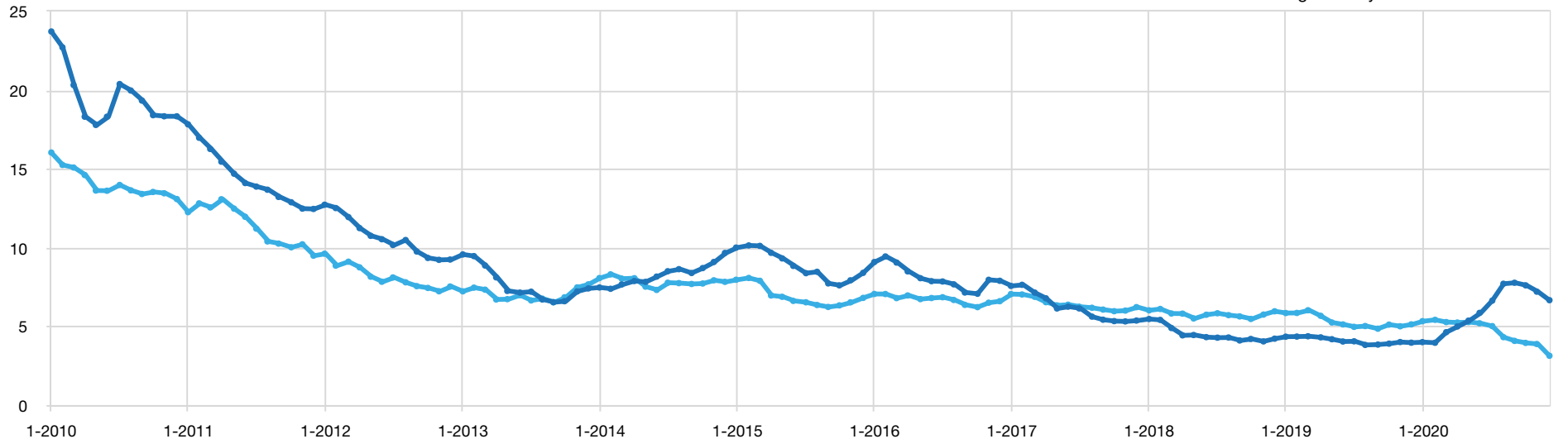
December



Months Supply	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jan-2020	5.3	- 8.6%	4.0	- 7.0%
Feb-2020	5.4	- 8.5%	4.0	- 9.1%
Mar-2020	5.3	- 11.7%	4.6	+ 4.5%
Apr-2020	5.2	- 8.8%	5.0	+ 16.3%
May-2020	5.3	+ 1.9%	5.4	+ 28.6%
Jun-2020	5.2	+ 2.0%	5.9	+ 47.5%
Jul-2020	5.0	0.0%	6.6	+ 65.0%
Aug-2020	4.3	- 14.0%	7.7	+ 102.6%
Sep-2020	4.1	- 16.3%	7.8	+ 105.3%
Oct-2020	3.9	- 23.5%	7.6	+ 94.9%
Nov-2020	3.9	- 22.0%	7.2	+ 80.0%
Dec-2020	3.1	- 39.2%	6.7	+ 67.5%
12-Month Avg*	4.7	- 12.1%	6.0	+ 47.2%

* Months Supply for all properties from January 2020 through December 2020. This is not the average of the individual figures above.

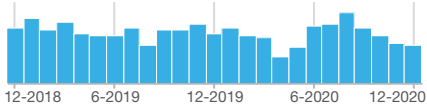
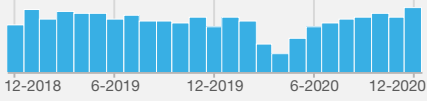
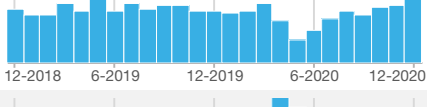
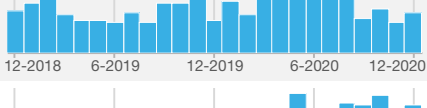
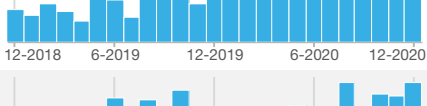
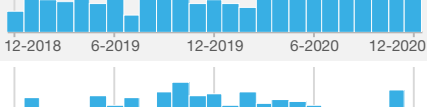
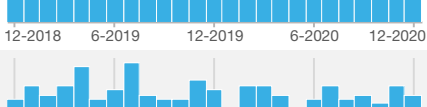
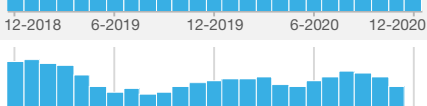
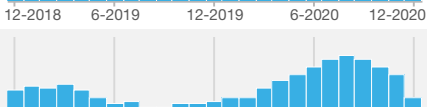
Historical Months Supply of Inventory by Month



All Properties Combined

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars	12-2019	12-2020	% Change	YTD 2019	YTD 2020	% Change
New Listings		319	273	- 14.4%	4,024	3,792	- 5.8%
Pending Sales		202	293	+ 45.0%	2,936	2,564	- 12.7%
Closed Sales		231	299	+ 29.4%	2,905	2,597	- 10.6%
Days on Market Until Sale		129	136	+ 5.4%	138	144	+ 4.3%
Median Sales Price		\$650,000	\$715,000	+ 10.0%	\$634,000	\$700,000	+ 10.4%
Average Sales Price		\$816,797	\$1,113,026	+ 36.3%	\$860,984	\$955,205	+ 10.9%
Percent of List Price Received		97.5%	96.8%	- 0.7%	97.1%	96.9%	- 0.2%
Housing Affordability Index		56	55	- 1.8%	57	57	0.0%
Inventory of Homes for Sale		1,361	1,212	- 10.9%	—	—	—
Months Supply of Inventory		5.6	5.7	+ 1.8%	—	—	—

Single Family Monthly Sales Volume

December 2020



REALTORS® ASSOCIATION
OF MAUI, INC.

Area Name	December 2020			November 2020			December 2019		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	11	\$10,767,605	\$950,000	12	\$18,164,699	\$1,444,500	3	\$2,685,000	\$800,000
Hana	3	\$5,592,000	\$1,428,000	3	\$4,675,000	\$775,000	2	\$3,337,700	\$1,668,850
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	4	\$13,074,999	\$3,400,000	5	\$10,778,500	\$1,965,000	2	\$6,626,000	\$3,313,000
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	8	\$6,125,100	\$740,000	9	\$6,262,000	\$688,000	11	\$8,259,000	\$695,000
Kapalua	5	\$40,895,000	\$4,450,000	4	\$11,946,000	\$3,098,000	0	--	--
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	21	\$21,800,000	\$839,000	15	\$18,322,500	\$820,000	18	\$19,958,022	\$775,738
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	2	\$1,315,000	\$657,500	7	\$9,002,000	\$1,050,000	12	\$13,593,010	\$904,500
Lahaina	4	\$5,110,000	\$847,500	12	\$19,129,000	\$1,015,000	3	\$2,690,000	\$1,000,000
Maalaea	0	--	--	0	--	--	0	--	--
Makawao/Olinda/Haliimaile	5	\$5,645,000	\$805,000	4	\$2,960,000	\$687,500	8	\$5,890,000	\$647,500
Maui Meadows	3	\$4,790,000	\$1,600,000	2	\$1,960,000	\$980,000	2	\$3,525,000	\$1,762,500
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	8	\$7,544,000	\$927,500	2	\$2,131,500	\$1,065,750	3	\$3,156,000	\$1,225,000
Olowalu	0	--	--	0	--	--	1	\$2,800,000	\$2,800,000
Pukalani	8	\$8,428,000	\$845,000	2	\$1,404,400	\$702,200	3	\$5,115,000	\$2,250,000
Spreckelsville/Paia/Kuau	2	\$1,557,000	\$778,500	2	\$2,289,500	\$1,144,750	0	--	--
Wailea/Makena	3	\$25,650,000	\$3,800,000	3	\$7,551,000	\$2,850,000	3	\$7,130,000	\$2,500,000
Wailuku	17	\$14,539,438	\$750,601	16	\$11,705,500	\$742,000	25	\$16,652,185	\$693,510
Lanai	0	--	--	1	\$485,000	\$485,000	1	\$460,000	\$460,000
Molokai	1	\$436,000	\$436,000	3	\$1,577,000	\$600,000	0	--	--
All MLS	105	\$173,269,142	\$865,000	102	\$130,343,599	\$852,500	97	\$101,876,917	\$740,000

Condominium Monthly Sales Volume

December 2020



REALTORS® ASSOCIATION
OF MAUI, INC.

Area Name	December 2020			November 2020			December 2019		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	0	--	--	0	--	--	0	--	--
Hana	0	--	--	0	--	--	0	--	--
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	13	\$14,267,000	\$950,000	8	\$7,439,500	\$790,000	9	\$10,464,000	\$955,000
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	1	\$92,500	\$92,500	3	\$377,000	\$150,000	4	\$562,500	\$141,250
Kapalua	13	\$22,107,500	\$1,250,000	3	\$3,130,000	\$1,035,000	6	\$11,444,800	\$1,155,000
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	54	\$33,655,591	\$532,500	49	\$25,923,417	\$425,000	44	\$22,043,700	\$448,500
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	0	--	--	0	--	--	0	--	--
Lahaina	17	\$9,597,630	\$536,990	17	\$21,876,760	\$739,230	18	\$11,133,794	\$586,274
Maalaea	2	\$1,090,000	\$545,000	5	\$2,492,000	\$500,000	1	\$439,000	\$439,000
Makawao/Olinda/Haliimaile	0	--	--	0	--	--	0	--	--
Maui Meadows	0	--	--	0	--	--	0	--	--
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	24	\$12,566,790	\$474,000	19	\$11,322,900	\$525,000	23	\$9,245,000	\$425,000
Olowalu	0	--	--	0	--	--	0	--	--
Pukalani	2	\$1,290,000	\$645,000	1	\$654,900	\$654,900	0	--	--
Spreckelsville/Paia/Kuau	0	--	--	0	--	--	0	--	--
Wailea/Makena	27	\$39,424,350	\$1,498,000	17	\$39,116,543	\$1,300,000	11	\$13,843,500	\$895,000
Wailuku	12	\$5,487,900	\$429,500	8	\$3,368,000	\$385,000	8	\$3,003,000	\$335,000
Lanai	0	--	--	0	--	--	0	--	--
Molokai	4	\$586,500	\$129,500	1	\$110,000	\$110,000	1	\$270,000	\$270,000
All MLS	169	\$140,165,761	\$629,000	131	\$115,811,020	\$525,000	125	\$82,449,294	\$514,120

Land Monthly Sales Volume

December 2020



REALTORS® ASSOCIATION
OF MAUI, INC.

Area Name	December 2020			November 2020			December 2019		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	5	\$2,469,000	\$399,000	3	\$1,884,000	\$515,000	3	\$1,555,000	\$500,000
Hana	1	\$625,000	\$625,000	0	--	--	0	--	--
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	3	\$1,455,000	\$375,000	3	\$1,944,500	\$644,500	0	--	--
Kahakuloa	1	\$319,000	\$319,000	1	\$421,000	\$421,000	0	--	--
Kahului	0	--	--	1	\$380,000	\$380,000	0	--	--
Kapalua	1	\$950,000	\$950,000	1	\$825,000	\$825,000	0	--	--
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	0	--	--	2	\$1,230,000	\$615,000	0	--	--
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	6	\$3,060,000	\$410,000	6	\$4,976,000	\$552,500	1	\$589,000	\$589,000
Lahaina	0	--	--	1	\$1,700,000	\$1,700,000	1	\$550,000	\$550,000
Maalaea	0	--	--	0	--	--	0	--	--
Makawao/Olinda/Haliimaile	3	\$2,175,000	\$675,000	1	\$702,000	\$702,000	2	\$1,275,000	\$637,500
Maui Meadows	0	--	--	0	--	--	0	--	--
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	0	--	--	0	--	--	0	--	--
Olowalu	0	--	--	1	\$475,000	\$475,000	0	--	--
Pukalani	0	--	--	1	\$385,000	\$385,000	0	--	--
Spreckelsville/Paia/Kuau	0	--	--	0	--	--	0	--	--
Wailea/Makena	2	\$6,750,000	\$3,375,000	1	\$3,000,000	\$3,000,000	0	--	--
Wailuku	3	\$1,557,000	\$587,000	2	\$790,000	\$395,000	1	\$265,000	\$265,000
Lanai	0	--	--	0	--	--	0	--	--
Molokai	0	--	--	2	\$535,000	\$267,500	1	\$120,000	\$120,000
All MLS	25	\$19,360,000	\$587,000	26	\$19,247,500	\$517,500	9	\$4,354,000	\$500,000

Single Family Sales – Year to Date

December 2020 YTD



REALTORS® ASSOCIATION
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Dec-20 YTD Sales	Dec-19 YTD Sales	Unit Change	Percent Change	Dec-20 YTD Average	Dec-19 YTD Average	Dollar Change	Percent Change	Dec-20 YTD Median	Dec-19 YTD Median	Dollar Change	Percent Change	Dec-20 YTD Volume	Dec-19 YTD Volume	Dollar Change	Percent Change
Haiku	99	92	+7	+7.6%	\$1,142,103	\$1,001,982	+\$140,121	+14.0%	\$950,000	\$814,000	+\$136,000	+16.7%	\$113,068,239	\$92,182,343	+\$20,885,896	+22.7%
Hana	10	9	+1	+11.1%	\$1,357,500	\$1,236,042	+\$121,458	+9.8%	\$905,000	\$786,677	+\$118,323	+15.0%	\$13,575,000	\$11,124,377	+\$2,450,623	+22.0%
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	28	25	+3	+12.0%	\$2,279,411	\$2,195,311	+\$84,100	+3.8%	\$2,050,000	\$1,700,000	+\$350,000	+20.6%	\$63,823,503	\$54,882,772	+\$8,940,731	+16.3%
Kahakuloa	0	1	-1	-100.0%	--	\$695,000	--	--	--	\$695,000	--	--	\$0	\$695,000	-\$695,000	-100.0%
Kahului	116	128	-12	-9.4%	\$708,684	\$679,692	+\$28,992	+4.3%	\$689,000	\$665,000	+\$24,000	+3.6%	\$82,207,370	\$87,000,550	-\$4,793,180	-5.5%
Kapalua	17	19	-2	-10.5%	\$5,340,412	\$2,555,475	+\$2,784,937	+109.0%	\$3,500,000	\$2,550,000	+\$950,000	+37.3%	\$90,787,000	\$48,554,020	+\$42,232,980	+87.0%
Kaupo	1	0	+1	--	\$230,500	--	--	--	\$230,500	--	--	--	\$230,500	\$0	+\$230,500	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	157	169	-12	-7.1%	\$1,072,797	\$992,722	+\$80,075	+8.1%	\$840,000	\$795,000	+\$45,000	+5.7%	\$168,429,113	\$167,769,995	+\$659,118	+0.4%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	73	79	-6	-7.6%	\$1,137,593	\$1,103,708	+\$33,884	+3.1%	\$997,000	\$985,000	+\$12,000	+1.2%	\$83,044,263	\$87,192,945	-\$4,148,682	-4.8%
Lahaina	47	59	-12	-20.3%	\$1,759,416	\$1,427,729	+\$331,687	+23.2%	\$1,180,000	\$850,000	+\$330,000	+38.8%	\$82,692,556	\$84,235,999	-\$1,543,443	-1.8%
Maalaea	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Makawao/Olinda/Haliimaile	75	83	-8	-9.6%	\$822,177	\$839,270	-\$17,092	-2.0%	\$687,500	\$680,000	+\$7,500	+1.1%	\$61,663,300	\$69,659,385	-\$7,996,085	-11.5%
Maui Meadows	25	23	+2	+8.7%	\$1,373,712	\$1,405,652	-\$31,940	-2.3%	\$1,200,000	\$1,375,000	-\$175,000	-12.7%	\$34,342,800	\$32,330,000	+\$2,012,800	+6.2%
Nahiku	1	0	+1	--	\$795,000	--	--	--	\$795,000	--	--	--	\$795,000	\$0	+\$795,000	--
Napili/Kahana/Honokowai	31	33	-2	-6.1%	\$1,851,280	\$1,398,983	+\$452,297	+32.3%	\$1,055,500	\$960,000	+\$95,500	+9.9%	\$57,313,390	\$46,166,430	+\$11,146,960	+24.1%
Olowalu	1	1	0	0.0%	\$1,125,000	\$2,800,000	-\$1,675,000	-59.8%	\$1,125,000	\$2,800,000	-\$1,675,000	-59.8%	\$1,125,000	\$2,800,000	-\$1,675,000	-59.8%
Pukalani	50	60	-10	-16.7%	\$849,865	\$812,428	+\$37,437	+4.6%	\$774,450	\$715,000	+\$59,450	+8.3%	\$42,493,233	\$48,745,650	-\$6,252,417	-12.8%
Spreckelsville/Paia/Kuau	20	16	+4	+25.0%	\$944,045	\$1,891,195	-\$947,150	-50.1%	\$850,000	\$1,411,563	-\$561,563	-39.8%	\$18,880,900	\$30,259,125	-\$11,378,225	-37.6%
Wailea/Makena	34	35	-1	-2.9%	\$3,953,493	\$4,620,866	-\$667,373	-14.4%	\$2,850,000	\$2,500,000	+\$350,000	+14.0%	\$134,418,777	\$161,730,322	-\$27,311,545	-16.9%
Wailuku	228	249	-21	-8.4%	\$742,074	\$673,349	+\$68,725	+10.2%	\$730,550	\$675,000	+\$55,550	+8.2%	\$169,192,801	\$167,663,889	+\$1,528,912	+0.9%
Lanai	16	10	+6	+60.0%	\$693,156	\$550,800	+\$142,356	+25.8%	\$442,500	\$455,000	-\$12,500	-2.7%	\$11,090,500	\$5,508,000	+\$5,582,500	+101.4%
Molokai	26	29	-3	-10.3%	\$463,596	\$413,759	+\$49,838	+12.0%	\$470,500	\$330,000	+\$140,500	+42.6%	\$12,053,500	\$11,999,000	+\$54,500	+0.5%
All MLS	1,055	1,120	-65	-5.8%	\$1,175,950	\$1,080,803	+\$95,147	+8.8%	\$795,575	\$741,178	+\$54,398	+7.3%	\$1,241,226,745	\$1,210,499,802	+\$30,726,943	+2.5%

Total Condominium Sales – Year to Date

December 2020 YTD



REALTORS® ASSOCIATION
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Dec-20 YTD Sales	Dec-19 YTD Sales	Unit Change	Percent Change	Dec-20 YTD Average	Dec-19 YTD Average	Dollar Change	Percent Change	Dec-20 YTD Median	Dec-19 YTD Median	Dollar Change	Percent Change	Dec-20 YTD Volume	Dec-19 YTD Volume	Dollar Change	Percent Change
Haiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Hana	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	159	168	-9	-5.4%	\$1,338,852	\$1,222,214	+\$116,639	+9.5%	\$1,050,000	\$952,500	+\$97,500	+10.2%	\$212,877,531	\$205,331,916	+\$7,545,615	+3.7%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	34	33	+1	+3.0%	\$151,859	\$163,962	-\$12,103	-7.4%	\$139,000	\$135,000	+\$4,000	+3.0%	\$5,163,200	\$5,410,750	-\$247,550	-4.6%
Kapalua	40	61	-21	-34.4%	\$1,715,438	\$2,033,243	-\$317,805	-15.6%	\$1,162,500	\$1,050,000	+\$112,500	+10.7%	\$68,617,500	\$124,027,800	-\$55,410,300	-44.7%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	444	645	-201	-31.2%	\$588,700	\$523,606	+\$65,094	+12.4%	\$486,250	\$450,000	+\$36,250	+8.1%	\$261,382,733	\$337,725,812	-\$76,343,079	-22.6%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	157	123	+34	+27.6%	\$727,516	\$563,457	+\$164,059	+29.1%	\$595,000	\$560,000	+\$35,000	+6.3%	\$114,220,002	\$69,305,186	+\$44,914,816	+64.8%
Maalaea	46	29	+17	+58.6%	\$461,792	\$477,052	-\$15,259	-3.2%	\$444,500	\$463,000	-\$18,500	-4.0%	\$21,242,450	\$13,834,500	+\$7,407,950	+53.5%
Makawao/Olinda/Haliimaile	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Maui Meadows	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Nahiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Napili/Kahana/Honokowai	191	263	-72	-27.4%	\$532,123	\$451,957	+\$80,166	+17.7%	\$490,000	\$450,000	+\$40,000	+8.9%	\$101,635,487	\$118,864,679	-\$17,229,192	-14.5%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	10	6	+4	+66.7%	\$673,190	\$630,833	+\$42,357	+6.7%	\$645,000	\$620,000	+\$25,000	+4.0%	\$6,731,900	\$3,785,000	+\$2,946,900	+77.9%
Spreckelsville/Paia/Kuau	2	3	-1	-33.3%	\$461,500	\$413,667	+\$47,833	+11.6%	\$461,500	\$370,000	+\$91,500	+24.7%	\$923,000	\$1,241,000	-\$318,000	-25.6%
Wailea/Makena	134	133	+1	+0.8%	\$1,842,873	\$1,427,541	+\$415,331	+29.1%	\$1,300,000	\$1,199,000	+\$101,000	+8.4%	\$246,944,963	\$189,863,001	+\$57,081,962	+30.1%
Wailuku	93	126	-33	-26.2%	\$430,912	\$422,823	+\$8,089	+1.9%	\$400,000	\$415,000	-\$15,000	-3.6%	\$40,074,798	\$53,275,645	-\$13,200,847	-24.8%
Lanai	3	3	0	0.0%	\$1,136,000	\$691,000	+\$445,000	+64.4%	\$850,000	\$193,000	+\$657,000	+340.4%	\$3,408,000	\$2,073,000	+\$1,335,000	+64.4%
Molokai	23	16	+7	+43.8%	\$172,391	\$159,353	+\$13,038	+8.2%	\$163,000	\$142,500	+\$20,500	+14.4%	\$3,965,000	\$2,549,655	+\$1,415,345	+55.5%
All MLS	1,336	1,609	-273	-17.0%	\$813,762	\$700,614	+\$113,148	+16.1%	\$570,000	\$516,000	+\$54,000	+10.5%	\$1,087,186,564	\$1,127,287,944	-\$40,101,380	-3.6%

Fee Simple Condominium Sales – Year to Date

December 2020 YTD



REALTORS® ASSOCIATION
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Dec-20 YTD Sales	Dec-19 YTD Sales	Unit Change	Percent Change	Dec-20 YTD Average	Dec-19 YTD Average	Dollar Change	Percent Change	Dec-20 YTD Median	Dec-19 YTD Median	Dollar Change	Percent Change	Dec-20 YTD Volume	Dec-19 YTD Volume	Dollar Change	Percent Change
Haiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Hana	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	143	155	-12	-7.7%	\$1,436,521	\$1,290,699	+\$145,822	+11.3%	\$1,200,000	\$1,000,000	+\$200,000	+20.0%	\$205,422,531	\$200,058,416	+\$5,364,115	+2.7%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	34	33	+1	+3.0%	\$151,859	\$163,962	-\$12,103	-7.4%	\$139,000	\$135,000	+\$4,000	+3.0%	\$5,163,200	\$5,410,750	-\$247,550	-4.6%
Kapalua	40	61	-21	-34.4%	\$1,715,438	\$2,033,243	-\$317,805	-15.6%	\$1,162,500	\$1,050,000	+\$112,500	+10.7%	\$68,617,500	\$124,027,800	-\$55,410,300	-44.7%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	435	639	-204	-31.9%	\$593,052	\$524,390	+\$68,663	+13.1%	\$487,500	\$450,000	+\$37,500	+8.3%	\$257,977,733	\$335,084,912	-\$77,107,179	-23.0%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	151	121	+30	+24.8%	\$747,722	\$569,365	+\$178,357	+31.3%	\$602,494	\$563,850	+\$38,644	+6.9%	\$112,906,002	\$68,893,186	+\$44,012,816	+63.9%
Maalaea	25	18	+7	+38.9%	\$554,938	\$509,694	+\$45,244	+8.9%	\$550,000	\$496,000	+\$54,000	+10.9%	\$13,873,450	\$9,174,500	+\$4,698,950	+51.2%
Makawao/Olinda/Haliimaile	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Maui Meadows	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Nahiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Napili/Kahana/Honokowai	156	226	-70	-31.0%	\$581,515	\$496,168	+\$85,347	+17.2%	\$518,500	\$475,000	+\$43,500	+9.2%	\$90,716,322	\$112,134,030	-\$21,417,708	-19.1%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	10	6	+4	+66.7%	\$673,190	\$630,833	+\$42,357	+6.7%	\$645,000	\$620,000	+\$25,000	+4.0%	\$6,731,900	\$3,785,000	+\$2,946,900	+77.9%
Spreckelsville/Paia/Kuau	2	3	-1	-33.3%	\$461,500	\$413,667	+\$47,833	+11.6%	\$461,500	\$370,000	+\$91,500	+24.7%	\$923,000	\$1,241,000	-\$318,000	-25.6%
Wailea/Makena	134	133	+1	+0.8%	\$1,842,873	\$1,427,541	+\$415,331	+29.1%	\$1,300,000	\$1,199,000	+\$101,000	+8.4%	\$246,944,963	\$189,863,001	+\$57,081,962	+30.1%
Wailuku	93	126	-33	-26.2%	\$430,912	\$422,823	+\$8,089	+1.9%	\$400,000	\$415,000	-\$15,000	-3.6%	\$40,074,798	\$53,275,645	-\$13,200,847	-24.8%
Lanai	3	3	0	0.0%	\$1,136,000	\$691,000	+\$445,000	+64.4%	\$850,000	\$193,000	+\$657,000	+340.4%	\$3,408,000	\$2,073,000	+\$1,335,000	+64.4%
Molokai	21	15	+6	+40.0%	\$180,952	\$165,537	+\$15,415	+9.3%	\$170,000	\$150,000	+\$20,000	+13.3%	\$3,800,000	\$2,483,055	+\$1,316,945	+53.0%
All MLS	1,247	1,539	-292	-19.0%	\$847,281	\$719,626	+\$127,655	+17.7%	\$595,000	\$525,000	+\$70,000	+13.3%	\$1,056,559,399	\$1,107,504,295	-\$50,944,896	-4.6%

Leasehold Condominium Sales – Year to Date

December 2020 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Dec-20 YTD Sales	Dec-19 YTD Sales	Unit Change	Percent Change	Dec-20 YTD Average	Dec-19 YTD Average	Dollar Change	Percent Change	Dec-20 YTD Median	Dec-19 YTD Median	Dollar Change	Percent Change	Dec-20 YTD Volume	Dec-19 YTD Volume	Dollar Change	Percent Change
Haiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Hana	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	16	13	+3	+23.1%	\$465,938	\$405,654	+\$60,284	+14.9%	\$407,500	\$340,000	+\$67,500	+19.9%	\$7,455,000	\$5,273,500	+\$2,181,500	+41.4%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kapalua	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	9	6	+3	+50.0%	\$378,333	\$440,150	-\$61,817	-14.0%	\$301,000	\$480,950	-\$179,950	-37.4%	\$3,405,000	\$2,640,900	+\$764,100	+28.9%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	6	2	+4	+200.0%	\$219,000	\$206,000	+\$13,000	+6.3%	\$210,000	\$206,000	+\$4,000	+1.9%	\$1,314,000	\$412,000	+\$902,000	+218.9%
Maalaea	21	11	+10	+90.9%	\$350,905	\$423,636	-\$72,732	-17.2%	\$328,000	\$463,000	-\$135,000	-29.2%	\$7,369,000	\$4,660,000	+\$2,709,000	+58.1%
Makawao/Olinda/Haliimaile	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Maui Meadows	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Nahiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Napili/Kahana/Honokowai	35	37	-2	-5.4%	\$311,976	\$181,909	+\$130,067	+71.5%	\$165,000	\$140,000	+\$25,000	+17.9%	\$10,919,165	\$6,730,649	+\$4,188,516	+62.2%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Spreckelsville/Paia/Kuau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Wailea/Makena	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Wailuku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lanai	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Molokai	2	1	+1	+100.0%	\$82,500	\$66,600	+\$15,900	+23.9%	\$82,500	\$66,600	+\$15,900	+23.9%	\$165,000	\$66,600	+\$98,400	+147.7%
All MLS	89	70	+19	+27.1%	\$344,125	\$282,624	+\$61,502	+21.8%	\$299,000	\$237,500	+\$61,500	+25.9%	\$30,627,165	\$19,783,649	+\$10,843,516	+54.8%

Land Sales – Year to Date

December 2020 YTD



REALTORS® ASSOCIATION
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Dec-20 YTD Sales	Dec-19 YTD Sales	Unit Change	Percent Change	Dec-20 YTD Average	Dec-19 YTD Average	Dollar Change	Percent Change	Dec-20 YTD Median	Dec-19 YTD Median	Dollar Change	Percent Change	Dec-20 YTD Volume	Dec-19 YTD Volume	Dollar Change	Percent Change
Haiku	49	39	+10	+25.6%	\$588,696	\$473,715	+\$114,981	+24.3%	\$462,500	\$471,000	-\$8,500	-1.8%	\$28,846,087	\$18,474,875	+\$10,371,212	+56.1%
Hana	9	11	-2	-18.2%	\$822,000	\$637,455	+\$184,545	+29.0%	\$625,000	\$610,000	+\$15,000	+2.5%	\$7,398,000	\$7,012,000	+\$386,000	+5.5%
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	11	9	+2	+22.2%	\$516,189	\$702,500	-\$186,311	-26.5%	\$428,575	\$695,000	-\$266,425	-38.3%	\$5,678,075	\$6,322,500	-\$644,425	-10.2%
Kahakuloa	7	1	+6	+600.0%	\$468,571	\$360,000	+\$108,571	+30.2%	\$425,000	\$360,000	+\$65,000	+18.1%	\$3,280,000	\$360,000	+\$2,920,000	+811.1%
Kahului	3	0	+3	--	\$295,000	--	--	--	\$280,000	--	--	--	\$885,000	\$0	+\$885,000	--
Kapalua	8	2	+6	+300.0%	\$1,740,625	\$1,575,000	+\$165,625	+10.5%	\$837,500	\$1,575,000	-\$737,500	-46.8%	\$13,925,000	\$3,150,000	+\$10,775,000	+342.1%
Kaupo	0	1	-1	-100.0%	--	\$275,000	--	--	--	\$275,000	--	--	\$0	\$275,000	-\$275,000	-100.0%
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	5	8	-3	-37.5%	\$560,000	\$772,338	-\$212,338	-27.5%	\$475,000	\$693,350	-\$218,350	-31.5%	\$2,800,000	\$6,178,700	-\$3,378,700	-54.7%
Kipahulu	1	0	+1	--	\$444,000	--	--	--	\$444,000	--	--	--	\$444,000	\$0	+\$444,000	--
Kula/Ulupalakua/Kanaio	46	24	+22	+91.7%	\$837,475	\$625,729	+\$211,746	+33.8%	\$541,000	\$432,000	+\$109,000	+25.2%	\$38,523,850	\$15,017,500	+\$23,506,350	+156.5%
Lahaina	4	10	-6	-60.0%	\$1,282,375	\$1,323,500	-\$41,125	-3.1%	\$1,527,250	\$1,650,000	-\$122,750	-7.4%	\$5,129,500	\$12,311,500	-\$7,182,000	-58.3%
Maalaea	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Makawao/Olinda/Haliimaile	11	10	+1	+10.0%	\$636,364	\$555,800	+\$80,564	+14.5%	\$575,000	\$455,000	+\$120,000	+26.4%	\$7,000,000	\$5,558,000	+\$1,442,000	+25.9%
Maui Meadows	1	2	-1	-50.0%	\$455,000	\$470,500	-\$15,500	-3.3%	\$455,000	\$470,500	-\$15,500	-3.3%	\$455,000	\$941,000	-\$486,000	-51.6%
Nahiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Napili/Kahana/Honokowai	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Olowalu	1	2	-1	-50.0%	\$475,000	\$500,000	-\$25,000	-5.0%	\$475,000	\$500,000	-\$25,000	-5.0%	\$475,000	\$1,000,000	-\$525,000	-52.5%
Pukalani	6	7	-1	-14.3%	\$454,917	\$462,071	-\$7,155	-1.5%	\$397,500	\$387,000	+\$10,500	+2.7%	\$2,729,500	\$3,234,500	-\$505,000	-15.6%
Spreckelsville/Paia/Kuau	2	1	+1	+100.0%	\$2,275,000	\$1,600,000	+\$675,000	+42.2%	\$2,275,000	\$1,600,000	+\$675,000	+42.2%	\$4,550,000	\$1,600,000	+\$2,950,000	+184.4%
Wailea/Makena	10	19	-9	-47.4%	\$2,021,556	\$3,593,237	-\$1,571,681	-43.7%	\$2,500,000	\$1,298,000	+\$1,202,000	+92.6%	\$18,694,000	\$68,271,500	-\$49,577,500	-72.6%
Wailuku	22	22	0	0.0%	\$451,636	\$493,159	-\$41,522	-8.4%	\$402,500	\$500,000	-\$97,500	-19.5%	\$9,936,000	\$10,356,330	-\$420,330	-4.1%
Lanai	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Molokai	10	8	+2	+25.0%	\$186,850	\$160,429	+\$26,421	+16.5%	\$117,500	\$148,000	-\$30,500	-20.6%	\$1,868,500	\$1,233,000	+\$635,500	+51.5%
All MLS	206	176	+30	+17.0%	\$742,037	\$929,401	-\$187,365	-20.2%	\$475,000	\$500,000	-\$25,000	-5.0%	\$152,617,512	\$161,296,405	-\$8,678,893	-5.4%